DCPS SIS REQUEST FOR PROPOSALS (RFP)
Vendor Qualification Questions Template

<u>**Vendor Qualifications**</u>
All vendor proposals must at minimum include answers to each one of the following questions.

<u>**VENDOR CORPORATE BACKGROUND**</u>

1. How does the nature and scope of your firm's business endeavors support individual student achievement?

2. How does your firm's business philosophy and mission statement support individual student achievement?

3. How long has your company been licensed to do business?

4. Is your firm licensed to operate in the District of Columbia?

5. How long has your firm been marketing, installing and supporting:
   a. Student information systems?
   b. Data warehousing systems?
   c. Integrated reporting tools?

6. How many employees are there in your company?

   a. Briefly describe the organization structure of your company and identify the groups and number of employees dedicated to existing and future SIS, data warehousing and reporting products.
   b. Specify the number of employees staffing your help desk support and the number of employees dedicated to system programming, development and other technical roles.

7. How has the proposed Solution been developed or acquired to become the product(s) being proposed? Describe that evolution, briefly noting the timeframe associated with each generation and the major enhancements in each version.

8. In the event of a major change in your company (merger, acquisition, closing), would your company be willing to escrow the source code for the SIS product to ensure future viability?

9. Is there any pending litigation against your company? If yes, explain fully.

10. State your firm's ongoing commitment to existing clientele.

11. How long has your firm been providing implementation services for student information systems in general?

12. How long has your firm been providing implementation services for the specific solution being proposed for DCPS?

CUSTOMER BASE

13. Provide a list of current K-12 customers that are running a version of your SIS, and/or any other proposed application(s) in production. For each, list the following: (no more than 10 districts with an emphasis on school districts that are similar in size and demographics to the District of Columbia or are in close proximity):

    a. The name of the organization
    b. The size of the district (total number of students and number of schools)
    c. The application(s) and release(s) they are running in production
    d. The date the SIS, and/or any other proposed application(s) was implemented vs. the date the current version was operationally available
    e. The modules they are running

14. Provide a complete list of current K-12 clients that have purchased your SIS and/or any other proposed application(s) and are in the process of currently implementing. For each, list the following:

    a. The name of the organization
    b. The size of the district (total number of students and number of schools)
    c. The application(s) and release(s) they are running in production
    d. The date of purchase and agreed upon implementation date
    e. The stage of their project, and whether on time for completion.
    f. The modules they are implementing

DIFFERENTIATORS

15. What are the three strongest points of your SIS and/or any other proposed application(s), and what are the three areas needing the most improvement?

16. What differentiates your firm from your competitors regarding the strengths of the application and the strengths of your organization?

FUTURE TECHNOLOGY DIRECTION

17. What are some technology improvements to the system application we might expect to see in 3-5 years?

18. What strategic initiatives are currently underway in your company?

OTHER

19. Please list any other factors DCPS should take into account when considering your proposal.

‹‹››
‹‹››
‹‹››

THIS SECTION INTENTIONALLY LEFT BLANK

‹‹››
‹‹››
‹‹››